

Message Text

LIMITED OFFICIAL USE

PAGE 01 JOHANN 00058 201154Z

43

ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 AID-05 IGA-01 XMB-02 RSC-01

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R 201106Z JAN 75

FM AMCONSUL JOHANNESBURG
TO SECSTATE WASHDC 3688
INFO AMEMBASSY PRETORIA
AMCONSUL DURBAN
AMCONSUL CAPE TOWN

LIMITED OFFICIAL USE JOHANNESBURG 0058

E.O. 11652: N/A

TAGS: BEXP, SF

SUBJECT: ESCOM HYDRO-ELECTRIC PROJECTS

REF: STATE 2362

MR. R.B. SIEBENSOHN OF ALLIS-CHALMERS HYDRO TURBINE DIVISION CALLED AT CONGEN ON JANUARY 17 TO REPORT PROGRESS MADE DURING HIS STAY IN JOHANNESBURG, AND TO REQUEST OUR POSSIBLE ASSISTANCE IN FUTURE DEVELOPMENTS. ESCOM OFFICIALS RECEIVED HIM ENTHUSIastically, AND DURING 10-HOUR VISIT WITH THEM ON FIRST DAY HE "HELPED THEM

WRITE PART OF THE PROJECT SPECIFICATIONS." REST OF STAY DEVOTED TO LINING UP SOME HALF DOZEN POSSIBLE SUB-CONTRACTORS AND TWO OR THREE LIKELY REPRESENTATIVES. SIEBENSOHN IMPRESSED BY CALIBER OF THE FIRMS WITH WHICH HE NEGOTIATED. ALLIS-CHALMERS MOST INTERESTED IN GETTING THIS CONTRACT BECAUSE SUCCESSFUL SOLUTION OF CERTAIN UNUSUAL PROBLEMS INVOLVED WILL ENHANCE FIRM'S REPUTATION. CHIEF COMPETITION WILL BE JAPANESE, BUT SIEBENSOHN THINKS HIS CHANCES VERY GOOD PROVIDED ALLIS-CHALMERS PRICE CLOSE ENOUGH AND PROVIDED REQUIRED U.S. FINANCING OF PART OF PROJECT CAN BE ARRANGED.

GUTHRIE

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Message Attributes

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Disposition Authority: GolinoFR
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Disposition History: n/a
Disposition Reason:
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Margaret P. Grafeld
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